



February 27, 2020

The Honorable Michael D'Agostino, The Honorable James J. Maroney  
Co-Chair, General Law Committee  
Connecticut General Assembly

Dear Chairman D'Agostino and Chairman Maroney,

On behalf of 5,700 associates at over 30 facilities at The Home Depot in Connecticut, I am writing today in support of Senate Bill 182, AAC New Home Construction and Home Improvement Contractors.

We appreciate the fact that the Committee has addressed an issue we have had in Sec. 13 of the bill, dealing with registration of retail salesman.

At The Home Depot we are a valued base company. One of the values we hold dear is the ability to take care of our customers. When shopping at The Home Depot, a customer can interact with any number of associates across multiple departments. This allows our associates to address issues a customer may have and help them find whatever products they need to get back to their job.

However, under current law in Connecticut, associates who have any interaction with a customer, no matter the extent of that interaction is, must apply for and retain a license as a contractor or salesmen. This occurs when the customer enters into a service agreement with The Home Depot. This statute, in its current form, has become a burdensome process on our business and associates.

This requirement including our standard in-store associate on top of the people who are doing the work at the job site is a huge burden for our company of our size. Associates regularly move between departments in stores. Other states recently updated these same licensing statutes streamline this process.

It is important for the Committee to understand that at The Home Depot, the people coming to a customer's house to complete a project are not store associates – they are certified service providers. They are required, by The Home Depot, to fully comply with all license requirements of the State of CT. We agree completely with the DCP that those folks should be licensed as contractors. However, we feel the requirement that all in-store associates who may have worked with the customer, however limited, having to be licensed is unnecessary.

We appreciate the willingness of the Committee to offer the changes to this section of the statute. We would like to continue working with the committee throughout the process to ensure the language drafted captures the correct people.

Thank you for your consideration,

Brian Gamberini  
The Home Depot  
Government Relations, Northeast Region